

Message Text

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PAGE 01 BUDAPE 01875 161634Z

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E.O. 11652: N/A

TAGS: BEXP, HU, CZ, RO

SUBJ: PROPOSED TECHNICAL SALES SEMINAR: VACUUM AND
CRYOGENIC EQUIPMENT

REF: STATE 148735

1. EMBASSY WELCOMES EARLY PROPOSAL OF THIS EVENT. ON BASIS OF AVAILABLE INFO "VACUUM AND CRYOGENIC EQUIPMENT" WOULD BE OF INTEREST HERE. AS WE HAVE PREVIOUSLY REPORTED, TECHNICAL SALES SEMINAR IS EXCELLENT VEHICLE PROVIDED MTESZ ORGANIZATION CAN SPONSOR. MTESZ NOW ABLE TO ACCEPT THIS SALES SEMINAR ANY TIME BETWEEN DEC 16 AND XMAS.

2. HUNGARY PRODUCES VACUUM EQUIPMENT (PACKAGING EQUIPMENT, MOLDING TOOLS, ENGINEERING EQUIPMENT FOR OPTICAL INDUSTRY, MEDICAL EQUIPMENT, OIL AND GAS INDUSTRY PUMPS, ETC.) AND CRYOGENIC EQUIPMENT (MEDICAL EQUIPMENT, QUICK-FREEZING EQUIPMENT, ETC.). EQUIPMENT AND LICENSES FOR BOTH FIELDS HAVE BEEN BOUGHT IN WEST. HUNGARIAN EXPORTS IN THESE AREAS HAVE BEEN LARGELY TO COMMUNIST AND TO DEVELOPING COUNTRIES. MORE DETAIL AVAILABLE ON SPECIFIC EQUIPMENT LINES WHEN NEEDED.

3. ALTHOUGH WE CAN PREDICT GOOD RECEPTION HERE, SALES POSSIBILITIES WILL DEPEND ON SPECIFIC PRODUCTS, SERVICES
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PAGE 02 BUDAPE 01875 161634Z

AND KNOW-HOW BEING OFFERED BY U.S. COMPANIES WHICH DECIDE

TO PARTICIPATE. THE MANY PRODUCT LINES WITHIN FIELD
"VACUUM AND CRYOGENIC EQUIPMENT" ARE HANDLED BY NUMEROUS
DEPARTMENTS OF SEVEN FTO'S (NIKEX, CHEMOKOMPLEX,
FERUNION, TUNGSRAM, METRIMPEX, KOMPLEX, TRANSELEKTRO),
AND PRODUCED BY VARIOUS HUNGARIAN ENTERPRISES. IN
GENERAL HUNGARIAN ENTERPRISES SHOULD BE INTERESTED IN
COOPERATION IN PRODUCTION AND MARKETING AS WELL AS, IN
SOME LINES, PURCHASE OF MACHINERY AND KNOW-HOW. QUALITY
OF MANY HUNGARIAN VACUUM AND CRYOGENIC PRODUCTS IS NOT
UP TO INTERNATIONAL STANDARDS.
PEDERSEN

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